

**CALIFORNIA EXPORT FINANCE OFFICE (CEFO)
EXPORTER'S APPLICATION FOR FINANCIAL GUARANTEE**

Date: _____ Application No. _____ (For CEFO Use)

- 1.a. Name and address of Exporter _____
_____.
- b. Name and title of Contact Person: _____
- c. Telephone No. _____; Fax No. _____
- d. Legal status of Exporter (Ind., P/ship, Corp.): _____
- e. Names/Addresses/Social Security Numbers of Principals' Owning 5% OR MORE:(attach list as necessary)

2. Product(s) to be exported: _____
3. Name and address of Foreign Buyer(s),(Attach list as necessary.):
_____.

NOTE: CEFO's guarantee may be requested to support extension of credit relating to:
(a) a single sale or (b) a particular series of sales.

4. Terms of payment: _____
(Cash, Sight or Time L/C, Collection D/P, Open A/C, Other)
- 5.a. Export sale contract value(s): _____
- b. Terms of sale (FOB, CIF, etc.): _____
- 6.a. Amount of Lender credit requested: \$ _____
- b. Proposed final payment date of Lender credit: _____
- c. Nature of Lender credit (loan, standby or domestic L/C): _____
7. Type and value of proposed collateral (company assets/export product):
_____. \$ _____.
_____. \$ _____.
_____. \$ _____.
8. Purpose of guarantee requested: _____ Pre-shipment Working Capital
_____ Post-shipment (A/R Financing)
_____ Combination

9. Documents, attached, relating to export sale(s):
☐ Copy of letter of credit, if available
☐ Copy of contract or purchase order(s)
☐ Copy of EXIM policy, or EXIM Special Buyer Credit limit application/approval
10. _____ California Content Certification: The undersigned hereby certifies
 (please that the export goods being financed have a California content in
 initial) excess of 50% of total FOB dock value. Total content to be measured
 can include labor, materials, freight, direct services, profit, overhead,
 and other direct or allocated costs.
11. Is a validated export license required? _____; If yes, status? _____.
12. Percentage of export sales to total sales: Last 12 months _____ %
 Next 12 months (estimate) _____ %
13. Number of employees in California at present _____; Next 12 months (estimate) _____.
14. Have the principals or the company filed for protection under any bankruptcy laws?
 yes ____ no ____ If yes, attach details.
15. Are there any pending lawsuits/judgments/tax or other liens against the principals
 or the company?
 yes ____ no ____ If yes, attach details.
16. State why a CEFO guarantee is required; i.e., have you attempted to secure related
 financing? If so, list bank(s) contacted and results.

17. Have you previously received a CEFO guarantee? _____ if yes, When? _____.
18. Please see attached checklist for material to support this application, including the
\$100 non-refundable processing fee.
 Return completed application to the closest office:

North of San Luis Obispo, _____ In All Southern California Counties: In San Diego and Imperial Counties:
 Kern, & San Bernadino Counties:

CA EXPORT FINANCE OFFICE

5201 Great America Pkwy, Suite 350
 Santa Clara, CA 95054

CA EXPORT FINANCE OFFICE

6 Centerpointe Drive, Suite 760
 La Palma, CA 90623-1081

CA EXPORT FINANCE OFFICE

750 B Street, Suite 370
 San Diego, CA 92101

We hereby certify that the representations made and the facts stated in this application are true, to the best of our knowledge and belief, and that we have not misrepresented or omitted any material facts relevant to said representations. We understand and agree that such representations shall form the basis of approval, if granted, by the California Export Finance Office and that the truth of such representations and facts contained herein or attached hereto shall be a condition of any commitments or guarantees extended.

By:

 Authorized Signature

 Name / Title

CHECKLIST FOR SUBMITTING THE GUARANTEE APPLICATION PACKAGE

The items included in this checklist should provide the necessary information for CEFO to fully evaluate and process your loan guarantee request. Please submit the following requested information with your application:

THE MORE COMPLETE THE PACKAGE SUBMITTED, THE MORE TIMELY TURNAROUND YOU WILL RECEIVE FROM CEFO ON YOUR LOAN GUARANTEE REQUEST.

YES**N/A**APPLICATION

- | | | |
|---|-------|-------|
| 1. Borrower's application for guarantee (Form 01A); | _____ | _____ |
| 2. \$100 Processing Fee (payable to CEFO); | _____ | _____ |

BACKGROUND

- | | | |
|--|-------|-------|
| 3. Brief resume of principals and key employees; | _____ | _____ |
| 4. History of business; copy of business plan, if available; | _____ | _____ |

TRANSACTION(S)

- | | | |
|--|-------|-------|
| 5. Explanation of use of proceeds and benefits of the loan guarantee, including details of the underlying transaction(s) for which loan is needed; | _____ | _____ |
| 6. Copy of letter of credit and/or copy of buyer's order/contract; | _____ | _____ |
| 7. Foreign credit insurance-related material (policy, application, buyer credit limit), if applicable; | _____ | _____ |
| 8. Copy of validated export license, or copy of application for export license, if required; | _____ | _____ |

FINANCIAL INFORMATION

- | | | |
|---|-------|-------|
| 9. Business financial statements (Balance Sheet and Income Statement) for the last three (3) years, if applicable;
<i>ALL GUARANTEE REQUESTS IN EXCESS OF \$500,000
REQUIRE REVIEW LEVEL YEAR-END STATEMENTS</i> | _____ | _____ |
| 10. Current financial statement (interim) dated within ninety (90) days of the date of application filing; | _____ | _____ |
| 11. Aging of accounts receivable and accounts payable, as of last balance sheet date; | _____ | _____ |
| 12. The most recent SIGNED federal and state income tax returns for the business; | _____ | _____ |
| 13. Schedule of all principal officer/owner's compensation for the past three (3) years and current year to date [If none, please indicate]; | _____ | _____ |
| 14. Personal financial statement(s) of the major shareholder(s)/partner(s) of the company (over 5%) and their most SIGNED recent federal income tax return; | _____ | _____ |
| 15. Cash flow projection sufficiently beyond the term of the loan, highlighting the proposed export transaction.
(See attached sample cash flow format.) | _____ | _____ |

SAMPLE

*Projected Cash Flow Statement
April 30 - December 31, 1996*

	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
CASH PROVIDED FROM									
CUSTOMER DEPOSITS &	335,260	469,025	735,565	843,000	831,025	1,292,440	801,000	1,202,395	1,091,880
A/R COLLECTIONS	109,830	142,465	110,095	73,450	156,720	208,640	136,300	189,160	176,600
LEASE FINANCING		225,000							
TOTAL CASH***	445,090	836,490	844,660	916,450	987,745	1,501,080	937,300	1,391,555	1,268,480
CASH USED FOR:									
SALARIES & BENEFITS	158,830	170,000	192,000	205,000	207,000	228,500	233,000	233,000	238,000
OPERATING EXPENSES	85,000	92,000	112,000	100,000	120,000	125,000	127,000	127,000	133,000
INVENTORY	164,075	178,000	426,780	385,650	338,200	751,480	387,840	328,700	367,400
DECREASE IN A/P	145,000	85,000	45,000	30,000	5,000				
INCOME TAXES			12,000			35,000			40,000
OFFICE EQUIP & FURN	5,000	7,600	9,500	10,500	12,000	17,500	40,000	25,000	18,000
LEASE PAYMENTS	8,700	13,200	13,625	13,625	15,000	17,500	17,500	20,000	20,000
OTHER LIABILITIES	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
TOTAL CASH USED:	586,605	565,800	830,905	764,775	717,200	1,194,980	825,340	753,700	836,400
NET CHANGE IN CASH	(141,515)	270,690	13,755	151,675	270,545	306,100	111,960	637,885	432,080
BANK LOAN PAYDOWN		150,000	200,000	198,850					
CEFO LOAN REQUIRED		55,000	25,000	325,000					
CEFO LOAN PAYDOWN				174,500	92,000	138,500			
BEGINNING CASH BAL	265,300	123,785	299,475	138,230	241,555	420,100	587,700	699,660	1,337,515
ENDING CASH BAL	123,785	299,475	138,230	241,555	420,100	587,700	699,660	1,337,515	1,769,595
CUM BANK LOAN	548,850	398,850	198,850	0					
CUM CEFO LOAN		55,000	80,000	230,500	138,500	0			

*** Does Not Include Joint Venture Projections

SAMPLE